

Message Text

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PAGE 01 MOSCOW 08555 192018Z

62

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 103461

R 191905Z JUNE 75
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 1402
INFO AMEMBASSY OTTAWA
USDOC WASHDC

LIMITED OFFICIAL USE MOSCOW 8555

USDOC FOR BEWT/USSR, TDAD AND TPD

E.O. 11652: NA

TAGS: EEWT, UR

SUBJECT: GM'S TEREX DIVISION STAGES TECHNICAL SALES SEMINAR
AT COMMERCIAL OFFICE

1. GENERAL MOTOR'S TEREX DIVISION HELD TECHNICAL SALES SEMINAR AT EMBASSY'S COMMERCIAL OFFICE JUNE 11-13 TO INTORDUCE ITS DIESEL ELECTRIC HAULERS (170 AND 350-TON), BULLDOZERS, LOADERS AND SCRAPERS TO POTENTIAL BUYERS FROM SOVIET MINISTRIES, FTOS AND STATE COMMITTEES. THREE DAY ATTENDANCE TOTALED 207 INCLUDING OPENING DAY CAPACITY CROWD OF 90.
2. SEMINAR'S SUCCESS LARGELY DUE TO ACTIVE SOVIET COOPERATION. COMMERCIAL OFFICE ORDERED AND DISTRIBUTED INVITATIONS, BUT AVTOEKSPORT, TRAKTOROEKSPORT AND MFT'S MAIN ADMINISTRATION FOR COMPENSATION PROJECTS FOLLOWED UP WITH TELEPHONE CALLS ENCOURAGING ATTENDANCE. S. V. TSUKANOV, DEPUTY CHIEF, MAIN ADMINISTRATION FOR COMPENSATION PROJECTS, TOOK PERSONAL INTEREST IN ARRANGEMENTS AND ATTENDED FIRST SESSION.
3. TEREX EXECUTIVES WELL PLEASED WITH RESULTS OF SEMINAR, WHICH MAY HELP PROMOTE GM'S FIRST SIGNIFICANT SALE TO USSR. BEST SHORT-TERM PROSPECTS APPEAR TO BE HEAVY BULLDOZERS AND 170-TON

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(MODEL 33-15) HAULERS. ONE 33-15 NOW ON TEST AT PECHENGA
NICKEL-COPPER MINE NEAR MURMANSH, AND CONTRACT COULD FOLLOW CLOSE
OF TRIAL PERIOD THIS OCTOBER. DESPITE HIGH US CONTENT, CANADIAN-
ASSEMBLED HAULERS ELIGIBLE FOR GOC-SUBSIDIZED CREDITS.

4. LEVEL OF SOVIET INTEREST IN TEREX DEMONSTRATED, INTER ALIA,
BY FACT THAT TEREX REP DANBY (CANADIAN NATIONAL) WAS ABLE TO
MEET WITH DEPUTY MINISTER OF FOREIGN TRADE V.N. SUSHKOV BOTH
IN NEW YORK (JUNE 5) AND MOSCOW (JUNE 16) TO DISCUSS SALE OF
COAL HAULERS FOR SOUTH YAKUTSK PROJECT. TSUKANOV ADVISED
COMMATT PRIVATELY THAT MINISTRY OF FOREIGN TRADE WAS MOST
ANXIOUS THAT GM, AS A CORPORATION, SCORE A MAJOR SALES SUCCESS
IN USSR AFTER SEVERAL DISAPPOINTMENTS. GM'S RECENT DECISION TO
ABOLISH CORPORATE-LEVEL POSITION IN CHARGE OF TRADE WITH USSR
HAS APPARENTLY HAD DESIRED IMPACT IN MOSCOW.

5. PARTICIPANT'S REPORT (DIB-411P) AND COPY OF SEMINAR
INVITATION POUCHED BEWT/TPD.
STOESSEL

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*** Current Handling Restrictions *** n/a
*** Current Classification *** LIMITED OFFICIAL USE
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Margaret P. Grafeld
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06 JUL 2006

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Review Withdrawn Fields: n/a
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Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006